

Message Text

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SUBJECT: USATECH 74 BUCHAREST - PROGRESS REPORT NO. 3 -
WEEK ENDING AUGUST 10TH

1. CONSTRUCTION CONTRACT -- THIS IS BEING TYPED AND AFTER A FINAL REVIEW WITH THE CONTRACTING OFFICER AND FRANZINI, IT WILL BE MAILED TO INTERPUBLIC BY LATEST AUGUST 21. INHERENT IN THE CONTRACT WAS THE AGREEMENT THAT OBRANOVIC OR STRASSBERGER WOULD SPEND A FULL WORKING DAY HERE SO THAT WE CAN ZERO IN ON WHAT WILL HAVE TO BE DONE IN TERMS OF SPECIFICS, SUCH AS THE TREATMENT OF THE LONG GLASS WALL, OUTDOOR IDENTIFICATION, PLATFORM, ETC. AS THIS WILL BE SCHEDULED FOR EARLY SEPTEMBER, IT IS IMPERATIVE THAT DICK BELL HAND CARRY THE FINAL INTERNAL BOOTH LAYOUTS.

2. FREIGHT FORWARDING -- I AIRMAILED A COPY OF MY TELEX TO SCHENKER WHICH SUMMARIZED BY TELEPHONE CONVERSATION WITH HIM. THERE HAS BEEN NO RESPONSE AS YET, WHICH IS TO BE EXPECTED, BUT I WILL PRESS THE MATTER IF I HAVE NO NEWS IN ANOTHER WEEK. AT THE SAME TIME, I AM PREPARING A MORE DETAILED MODUS OPERANDI WHICH I WANT TO SUBMIT IN WRITING TO MR. CONSTANTINESCU SO THAT THERE IS NO DOUBT IN HIS MIND OF WHAT OUR NORMAL PROCEDURES ARE, AND HOW WE WOULD LIKE TO HANDLE THINGS HERE.

3. FAIR AUTHORITIES -- IT SHOULD BE POSSIBLE TO START INTERVIEWING THE INTERPRETERS THIS WEEK, SINCE IN ORDERING UNIFORMS FROM BLICKLES IN WEST GERMANY, IT WILL BE NECESSARY TO ESTABLISH A REALISTIC LEAD-
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TIME.

4. OFFICE SPACE -- THIS IS STILL A DAILY BATTLE AND UNTIL WE CAN GET OUR GROUP UNDER ONE ROOF, WHICH STILL LOOKS IMPOSSIBLE PRIOR TO SEPTEMBER 23, THE ENTIRE OPERATION IS MOST INEFFICIENT. REFERENCE IS MADE TO MY MEMORANDUM OF AUGUST 6 TO DON BRAMANTE IN WHICH THE MATTER OF PROVIDING SPACE, AT LEAST FOR FRANZINI, IS A MUST.

5. PRINTING PACKAGE -- THAT WAS THE MAIN PURPOSE OF MY VISIT TO VIENNA AND THE FINAL ITEM, THE EXPANDED FLYER IS NOW IN PROCESS. THOSE ITEMS I HAD BEEN ABLE TO SUBMIT ON MY FIRST PASSAGE THROUGH VIENNA HAVE BEEN COMPLETED AND THE WORK WAS EXCELLENT. I HOPE TO HAVE THE COMPLETED FLYER IN BUCHAREST BY SEPTEMBER 1, SO THAT WE CAN IMMEDIATELY START OUR MAILINGS. ENVELOPES ARE BEING TYPED PRESENTLY AND WE ARE RE-WORKING ALL OLD LISTS AND INTRODUCING NEW NAMES AS DEVELOPED.

6. NEWSLETTER -- THIS WAS AIRMAILED ON AUGUST 9TH AND SHOULD BE RECEIVED IN WASHINGTON PRIOR TO THE 16TH. ONLY THE MOST SIGNIFICANT INFORMATION, WHICH IS USEFUL WELL PRIOR TO THE EXHIBITION, WAS INCLUDED. IT IS PLANNED THAT AT THE EXHIBITOR'S BRIEFING, A MORE DETAILED "GUIDE" WILL BE AVAILABLE TO PROVIDE THE REAL DAY-TO-DAY "NUTS AND BOLTS".

7. HOSPITALITY SCHEDULE -- THIS WILL BE DISCUSSED WITH DON BRAMANTE WITHIN THE NEXT DAY OR TWO AND A PROPOSED PROGRAM WILL BE CABLED TO USDOC. IT APPEARS THAT WE WILL HAVE FUNDS FROM 17 PARTICIPANTS FOR 19 BOOTHS OR A TOTAL FUND OF \$1,020.

8. SUMMARY -- IT IS ESTIMATED THAT BY THE END OF THIS WEEK, I SHALL HAVE COMPLETED ALL ITEMS ON THE TENTATIVE GUIDANCE LIST THROUGH AUGUST 17 AND WILL HAVE RECOVERED THE TIME SPENT IN VIENNA AND ZAGREB ON THE CONSTRUCTION CONTRACTS.
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